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Salesforce Certified Marketing Cloud Engagement Consultant Sample Questions (Q15-Q20):

NEW QUESTION # 15

Viewing a pricing page is considered a valuable buying signal. LenoxSoft would like to be able to report on and segment prospects who have visited the pricing page. Which automation tool would best achieve this?

- A. Create a Page Action set to Tag prospects as having viewed it and add them to a list.

- B. Create a form with a Completion Action to send a pricing sheet.
- C. Create a Dynamic List based on page view to segment automatically
- D. Create a special campaign to track pricing page views.

Answer: A

NEW QUESTION # 16

A marketing user wants an automated way to notify the assigned user whenever a prospect submits a specific form. However, this form has been active for six months so they want to make sure notifications will only go out for prospects that submit the form moving forward.

What should be created to notify the assigned user?

- **A. Completion action on the form submission**
- B. Automation rule based on the form submission
- C. Dynamic list based on the form submission
- D. Segmentation rule based on the form submission

Answer: A

NEW QUESTION # 17

How many Scoring Categories is it possible to create

- **A. 0**
- B. 1
- C. 2
- D. 3

Answer: A

NEW QUESTION # 18

"LenoxSoft wants to ensure that if a lead or contact no longer meets market data sharing rules for a business unit (BU) the prospect is no longer active in the BU they previously matched.

What behavior should be expected in Marketing Cloud Account Engagement when a lead or contact no longer matches a market data sharing rule?

- A. The prospect is marked as opted out
- B. The prospect is unassigned from its user
- **C. The prospect is sent to the recycle bin**
- D. The prospect is marked as do not email

Answer: C

NEW QUESTION # 19

LenoxSoft utilizes Marketing Cloud Account Engagement Business Units. A marketing associate is no longer able to find a set of leads in their business unit (BU) and noticed they now appear in another BU.

Which two reasons could explain why this happened?

Choose 2 answers

- A. The prospects submitted a form that updated the field controlling the Marketing Data Sharing rule for leads.
- B. The leads have been reassigned to a user who does not exist in that BU.
- **C. The Marketing Data Sharing rule has changed and the leads no longer match the criteria.**
- **D. The field value the Marketing Data Sharing rule criteria is defined by has been updated on the lead records.**

Answer: C,D

NEW QUESTION # 20

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